

Heating Department

J. P. BARSTOW & CO.

Norwich, Conn.



OF THE ROUND OAK PIPELESS HEATING SYSTEM

Guaranteed by the \$3,000,000.00 Round Oak organization
and J. P. Barstow & Co.

It explains our

SPECIAL OFFER

to those who decide NOW!

and it means exactly this—

YOU CAN SAVE

\$14.00 to \$30.00

(according to the size required)

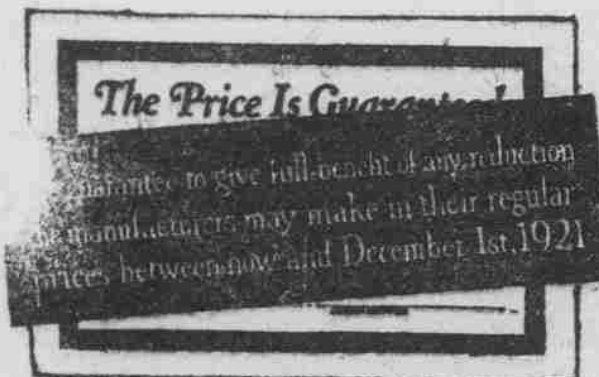
by simply having a small space in your basement, shed or
barn to store your heater until our installers can make it ready
for use—and by deciding now instead of later.

**YOU ARE PROTECTED WHETHER
THE PRICE GOES UP OR DOWN**

—later on, because we give you the same

Price Guarantee Bond

which the Manufacturer gives to us—
and we know it is good!



AND OF EQUAL IMPORTANCE

You have the keen satisfaction of knowing that your home
will be ready for the chilly days of late Fall or coldest Winter
weather—because

**WE GUARANTEE TO HAVE IT
READY BEFORE COLD
WEATHER**

If you decide NOW!

The Beckwith Company

Resources Three Million Dollars
Round Oak Stoves, Ranges, Moistair and Pipeless Heating Systems

Dowagiac, Michigan

August 1, 1921

July 15, 1921

To Our New England Distributors:

It is now quite apparent from the large number of
orders which are being placed all over the country that the present
year's demand for the Round Oak Pipeless Heating System is going to
exceed even our greatly increased facilities.

However, we find a large percentage of these orders
are for early fall shipment and in making up new production schedules
for the balance of the year, are impressed with the necessity for
shipping from day to day, everything over and above what we can store
in our several large warehouses.

Unless this is done, it will be physically impossible
for us to supply our distributors with more than a small part of their
full year's allotments. Aside from our warehousing problem, you gentlemen
are familiar with the usual Fall car-shortage and freight congestion, due
to heavy movement of crops, coal, etc., which would further complicate
matters.

While we know that you fully understand this situation,
we also realize that you are in no position to receive and warehouse the
large number of Round Oaks which have been allotted to your district—
unless some special arrangements are made.

With this in view, we now authorize you to advertise
the following special offer for a period of not more than ten days:
Savings, proportioned to the size ordered, of \$14.00 to \$30.00 each,
to those who place orders now with the understanding that you may store
the heaters on their premises until your installers can put them in, and
with guarantee that all such plants will be ready for use before cold
weather.

These savings of \$14.00 to \$30.00 shall be in addition
to any amounts which may later be refunded because of any reduction in
our present regular prices during the year—as stated in our Price
Guarantee Bond. Please make this clear so that no one will think this
offer is made in anticipation or instead of a regular price reduction.

While the amount of space occupied by a single Round Oak
means nothing to any one purchaser, we believe it is only fair to offer
this liberal saving to those who help us in this way to solve our warehousing
problems. With this liberal inducement, many folks will place orders now
instead of later, which will not only make it easier for you to maintain
the high Round Oak standard of workmanship, but enable us to deliver your
full allotment for the present year.

You may advertise this offer immediately.

Yours very truly,

THE BECKWITH COMPANY

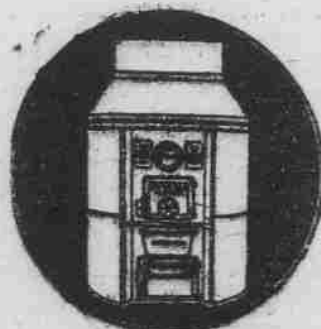
Joe A. Barstow

Second Vice-President and General Sales Mgr.



Home of Genuine Round Oak Stoves - Covers Fifteen Acres

You Should Know the Answers to These Questions



1. Can your place be heated satisfactorily with the Round
Oak Pipeless Heating System?
2. Where would the register be located in case the Factory
Engineers find it is adapted to this system?
3. What size plant would be needed to make sure of
abundant warmth in coldest weather?
4. What would be the exact cost for your place—all ready
to use—without extra charges for material and labor
later?



Manufacturer's representative will be pleased to tell you.
This information is yours for the asking—quite without
cost or obligation to you.

**SEE OUR DISPLAY AT 6 FRANKLIN SQUARE
O'NEIL-McGRORY ELECTRIC STORE**

CALL—WRITE—PHONE 897

J. P. BARSTOW & CO.

23 Water Street
Norwich, Conn.